

Message Text

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PAGE 01 PRAGUE 02848 181258Z

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R 181235Z NOV 74

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TO SECSTATE WASHDC 7267

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INFO AMEMBASSY VIENNA

UNCLAS PRAGUE 2848

COMMERCE FOR BEWT/TDAD (STECHSCHULTE)

E. O. 11652: N/A

TAGS: BEXP, CZ

SUBJECT: TRADE INQUIRY: ASHLAND CHEMICAL AND EMERY INDUSTRIES

REF: STATE 250235

1. RE ASHLAND MELAMINE OFFER, FIRM SHOULD CONTACT
DIRECTLY FOLLOWING TWO ORGANIZATIONS:

--CHEMAPOL FOREIGN TRADE CORPORATION

(ATTENTION: MRS. HEJDOVA)

KODANSKA 46

PRAGUE 10, CZECHOSLOVAKIA

--PLASTIMAT, N.P.

(ATTENTION: MR. ADOLF HUJER)

KOVARSKA 4

PRAGUE 9, CZECHOSLOVAKIA

2. HEJDOVA AT CHEMAPOL EXPRESSED INTEREST IN
IMPORTING 500 TONS OF MELAMINE PER QUARTER BEGINNING
FIRST QUARTER 1975 IF PRICE IS ACCEPTABLE TO END-USERS.
SHE DID NOT APPEAR TOO KNOWLEDGABLE OF WORLD PRICES
AND WOULD PREFER RECEIVING DIRECT QUOTE FROM ASHLAND
CHEMICAL BEFORE PROCEEDING. HUJER OF PLASTIMAT, AN
IMPORTANT END-USER, IS KEENLY INTERESTED IN OFFER AND
EXPRESSED VIEW THAT PRICE QUOTED IS SATISFACTORY.

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BEFORE DECIDING TO PUSH CHEMAPOL FOR PURCHASE, HOWEVER,

HUJER WOULD APPRECIATE RECEIVING FROM AHSLAND FIVE TO TEN KILOGRAMS OF MELAMINE FOR COMPULSORY TESTING PURPOSES.

3. AS REGARDS STEARIC ACID OFFER BY EMERY INDUSTRIES, ONLY INTERESTED PARTY WOULD BE: KOOSPOL FOREIGN TRADE CORPORATION, GROUP 162 (ATTENTION: MRS. BORKOVCOVA), OLSANSKA 1, PRAGUE 3, CZECHOSLOVAKIA. BORKOVCOVA SAID THAT CZECHOSLOVAKIA IMPORTS ONLY ABOUT 20 TONS OF STEARIC ACID PER ANNU. IF LEIHER OF EMERY INTERESTED IN POSSIBLE SALE OF THIS MAGNITUDE, BORKOVCOVA WOULD BE PLEASED TO HEAR FROM HIM.
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